# PROJECT OBJECTIVES, GOALS, AND IMPLEMENTATION (POGI)

# FY 2010 CRITICAL LANGUAGE SCHOLARSHIPS FOR INTENSIVE SUMMER INSTITUTES

# Office of Academic Exchange Programs (ECA/A/E) ECA/A/E-10-01

The POGI guidelines apply specifically to the Request for Grant Proposals (RFGP) issued by the Office of Academic Exchange Programs for the Critical Language Scholarships (CLS) for Intensive Summer Institutes. Proposals must conform to the RFGP, the Guidelines stated in this document, and the standard Proposal Submission Instructions (PSI). Applications not adhering to the conditions set forth herein may be deemed technically ineligible. These guidelines are specific to the program mentioned above and are IN ADDITION TO the Standard Guidelines outlined in the PSI. If there is a perceived disparity between the standard and program specific Guidelines and the program information supplied in the accompanying RFGP, the RFGP is to be the dominant reference.

#### I. STATEMENT OF WORK:

The Bureau of Educational and Cultural Affairs (ECA) will support the participation of American undergraduate and graduate students in six- to ten-week-long overseas summer institutes that will offer an intensive language immersion experience. Funding is also intended to sponsor activities that will enhance the students' understanding of the host country's culture, history, and political and social systems while incorporating a language learning element since language study is the primary focus. Applicant organizations must present a proposal that clearly indicates the building of new institutional language-teaching capacity overseas for these summer institutes. Support for alumni and their continued language learning after their return home is also an important element of this program.

The responsibilities of the recipient organization or organizations are divided into two distinct components, outlined as follows.

# **Component A: Participant Recruitment and Selection:**

One recipient organization will be selected to manage recruitment and selection for the CLS institutes. Applicant organizations applying to administer programs for two or more language groups are required to apply for this component through a separate proposal and must demonstrate the capacity to conduct a nationwide participant recruitment and selection process, including the following components.

- a) Develop plans for outreach and recruitment that will generate a strong pool of qualified candidates that represent the diversity of the United States.
- b) Respond to and manage a significant volume of queries and applications.

- c) Develop an application and screening process.
- d) Conduct a merit-based selection process for U.S. participants with clearly identified criteria for the selection, including those specified in this solicitation.
- e) Convene candidate review selection panels in Washington, DC, including country/regional experts and field of study experts.
- f) Recommend the final participants and alternates to ECA for approval.
- g) Consult with ECA on a plan for notification of final participants, alternates, and non-selected applicants following ECA approval.
- h) Prepare and send notifications to all applicants.
- i) Notify all program administrators of final participants and alternates.
- j) Consult with ECA on a plan for Congressional notification of final participants.
- k) Plan and execute a planning meeting for all institute directors and relevant ECA staff.

## **Component B: Administration and Implementation of Institutes**

## 1) Pre-Arrival Information and Orientations:

- a) Contact participants before the program to provide them with program information and pre-departure materials.
- b) Conduct standardized, baseline, pre-institute testing of all participants' language proficiency.
- c) Provide substantive pre-departure orientations in Washington, DC for participants, including general and program-specific information, as well as intercultural training.
- d) Inform host institutions and staff overseas of the goals and anticipated outcomes of the program and provide intercultural training to all relevant staff.
- e) Make all necessary international and local travel arrangements for the participants.
- f) Assist participants in securing U.S. passports and appropriate visas.
- g) Consult with ECA in development of terms and conditions and other rules and regulations for participants.
- h) Enroll participants in health coverage that meets J-1 visa requirements and assist with claims as necessary.

#### 2) Activities:

- a) Design, plan, and implement courses of intensive study for American undergraduate and graduate students abroad that focus on the acquisition of language skills in one of the specified languages. Activities must promote program goals.
- b) Provide all accommodations (housing and meals) for the participants.
- c) Develop and facilitate educational and cultural enrichment activities that enhance language learning for the period of academic study, in conjunction with host institutions.
- d) Provide day-to-day monitoring of the program (for both participants and host institute), preventing and dealing with any misunderstandings, adjustment issues, or emergencies that may arise and consulting with ECA as appropriate.

- e) Ensure that all participants abide by local laws and program requirements and adhere to local customs. Recommend any participant not following laws, requirements or customs to ECA for immediate dismissal.
- f) Provide a closing session to summarize the project activities, test students' postinstitute language proficiency, prepare participants for their return home, and to plan for the future.

## 3) Follow-on activities

- a) Conduct follow-on activities with program alumni that enable them to effectively share their overseas experiences with their schools and communities.
- b) Applicants should propose creative and effective ways to assist the students in continuing their language studies. Substantive follow-on activities are required and must be funded by the Bureau grant; additional activities should be supported by non-Bureau sources.
- c) Work in consultation with ECA in the implementation of the program, provide timely reporting of progress, and comply with financial and program reporting requirements.
- d) Manage all financial aspects of the program, including stipend disbursements to the participants and management of sub-award relationships with partner organizations.
- e) Respond fully and promptly to requests for information relating to the participants and alumni.
- f) In close consultation with ECA, publicize the program through various media outlets.

#### **II. PROGRAM SPECIFIC GUIDELINES:**

This award is divided into two components. Component A: Participant Recruitment and Selection funding will cover the costs for these elements, not to exceed \$350,000. Applicant organizations applying to administer programs for two or more language groups are required to bid on this component through a separate proposal. Component B: Administration and Implementation of Institutes funding will cover round-trip travel, tuition, testing, housing, maintenance, and book allowances. Overall costs associated with program administration will also be covered under Component B. Grant proposals under Component B may not exceed \$9,650,000 with average participant costs per language group not exceeding \$16,000.

# Component A: Participant Recruitment and Selection Recruitment of U.S. Participants:

An applicant organization should develop plans for outreach and recruitment that will generate a strong pool of qualified candidates that have the ability to succeed in the program and represent the diversity of the United States. The recipient organization will be requested to supply publicity materials to ECA for approval. The recipient organization must ensure that ECA and the Department of State are prominently

identified as the program sponsor in all publicity and other scholarship program materials. In consultation with ECA, recruitment materials and any scholarship publicity should provide all relevant information to potential applicants. The key conditions, benefits, and terms of the program should be fully described to candidates and nominees before they accept an award. Sample publicity materials should be included in the proposal attachments section.

Information about the program, along with all accompanying application materials, should be posted online. Applicant organizations should propose a comprehensive outreach plan to advertise the program at U.S. colleges and universities nationwide.

## **Screening and Selection:**

Applicant organizations should outline selection criteria and a transparent and merit-based process for selecting nominees from the pool of applicants. A corresponding statement of the selection criteria should be included in the program announcement for potential applicants. The expectation that students continue their language study beyond the scholarship period and later apply their critical language skills in their professional careers should be clearly emphasized. The selected organization should work closely with the Bureau in developing the selection criteria.

Candidate review committees should be convened in Washington, DC to review applicants and to rank the candidates for final approval by ECA. Review committees may include representatives of a variety of institutions and country/regional and field of study experts pertinent to the language under review, and must include an ECA representative. In ranking eligible candidates, consideration should be given to academic excellence, outlined plans for continuation of language study, diversity of candidate pool, and fields of study. Preference should be given to candidates with no previous study overseas.

#### **Participants:**

Participants will be American undergraduate and graduate students who must have completed at least their first year of university-level study by the summer of 2010.

Participants should demonstrate the academic aptitude for a program of this nature, as well as personal qualities that will enable them to be successful exchange participants, including maturity, strong social skills, flexibility, and open-mindedness.

All participants must have strong demonstrated motivation to learn the language that is the focus of the institute and be committed to its study.

Selected students should represent the diversity of the United States. Applicant organizations should present a plan to identify such students and ensure that scholarships are awarded that reflect this diversity.

#### **Component B: Administration and Implementation of Institutes**

#### **Pre-arrival Information and Orientations:**

In your proposal, applicant organizations should provide a sample of a pre-arrival information packet. Information should be complete and detailed. Key points concerning requirements, housing, what to pack, personal budgeting considerations, and other critical issues should be included in the material. The material should be designed to serve as a useful post-arrival reference as well, supplemented with additional information.

The recipient organization will organize a substantive, in-person, pre-departure orientation for all participants. All orientations must take place in Washington, DC, preferably directly before the participants' departure for their host institute.

At the end of the program, the recipient organization's program staff will host a closing workshop for the students prior to departure, which will focus on summarizing the experience, testing the students' language proficiency, developing plans for activities at home, and preparing for re-entry.

# **Health Benefits Coverage:**

Exchange program regulations require that all exchange participants carry health and accident coverage. At a minimum, such coverage must provide the following benefits:

- 1) medical coverage of at least \$50,000 per person per accident or illness;
- 2) repatriation of remains in the amount of \$7,500; and
- 3) medical evacuation benefits of at least \$10,000.

Exchange participants may be enrolled in the Bureau's Accident and Sickness Program for Exchanges (ASPE) with no charge to the grant. ASPE is in compliance with 22 CFR Part 514. Please see <a href="http://usdos.sevencorners.com/">http://usdos.sevencorners.com/</a> for more information on coverage.

Alternatively, the applicant organization may use its own plan as long as it offers the same or better coverage and costs no more than \$50 per person per month; premiums may be included in the proposal. In addition, a qualified health benefits program shall not have a deductible that exceeds \$500 and it must meet other technical standards as specified in the regulations (22 CFR Part 5141).

If the applicant organization will not be using the Bureau's coverage, the applicant organization should budget (under program costs per participant) for insurance. It is expected that participants will be provided with insurance for those periods of actual participation in exchange activities. The period of coverage does not necessarily coincide with the duration of the funded project.

#### **Project Activities:**

Plans for housing, meals, and travel should be explained in detail. Include a sample program plan under Tab E. The cooperating institution should assign an adviser to

each language site who will serve as the central resource for students regarding their scholarship as well as academic and cultural adjustment.

Applicant organizations should also propose a project director, who will oversee the entire project as well as the site directors for each country institute. The project director should also serve as the main point of contact for the Bureau.

To support the mutual understanding goal of the exchange and in addition to the four- to six-hours of structured classroom instruction for at least five days a week, the program will include educational activities that present various aspects of the contemporary host society as they support language learning. The Bureau is interested in opportunities for academic and enrichment experiences related to overseas institutions, society, and culture, but language instruction should be the primary focus. The Bureau welcomes creative ideas for exposing students to the host country's political, social, and cultural life. Student attendance at museums, concerts, plays, and other cultural events should be encouraged and facilitated whenever possible. This will also offer opportunities for the students to practice their language skills outside the classroom. The language study experience should be as close to "full immersion" as possible during the program.

The recipient organization will be expected to keep the Bureau informed of the progress of this as well as other aspects of the program throughout the year. Each institute will be expected to provide the Bureau with a short weekly report, using a template to be provided by ECA.

# **Assessment and Testing:**

Standardized pre- and post-institute testing should be done to determine participants' language proficiency and progress.

ECA will work with the recipient organization to develop and implement an instrument to measure students' increased language proficiency due to participation in this program. The data should be analyzed and reported by the recipient organization to ECA for the program, disaggregated by institute.

In addition to language testing, the recipient organization or organizations should plan to incorporate three surveys using ECA's E-GOALS to measure additional program outcomes. Administered by the Bureau's Office of Policy and Evaluation (ECA/P), E-GOALS is an online system for surveying program participants and collecting data about program performance. All program participants will be required to take three online surveys:

- 1. Standardized pre-program surveys, at the beginning of the program;
- 2. Standardized post-program surveys, at the end of the program; and
- 3. Standardized follow-up surveys, approximately six months after the conclusion of the program.

These surveys are designed to help the recipient organization and ECA assess: student satisfaction with the program; student attitudes and views; the extent of learning and skill development (including leadership); reliance on new learning and skills in their studies, at work, and in their communities; and their efforts to share new ideas, knowledge, and insights. Included in these surveys are questions specific to ECA's internal reporting.

The recipient organization will be expected to work with the Program Officer and an evaluator from the Office of Policy and Evaluation to refine and implement the survey instruments. To ensure proper implementation of E-GOALS, the recipient organization will be required to:

- Provide the Program Officer and E-GOALS evaluator with all contact information and bio-data of program participants.
- Provide all participants with information about the E-GOALS survey. Students
  must be advised that they are <u>required</u> to take all three surveys, assuring them
  that the surveys are completely confidential, anonymous, and used only for
  evaluative purposes.
- Notify students of the E-GOALS survey link, information about E-GOALS and survey instructions.
- Allocate time for E-GOALS surveying prior to the students departure from their return to the U.S. and at the end of the program.
- Send reminder notices to students to take the follow-up survey.

Applicant organizations should provide a description of any additional methods planned to supplement information obtained through language proficiency surveys and E-GOALS to measure progress towards achievement of the program's objectives, such as the use of focus groups and interviews, and how the data will be analyzed and reported.

#### **Proposal Contents:**

Applicants should submit a complete and thorough proposal describing the program in a convincing and comprehensive manner. The proposal should respond to the criteria set forth in the solicitation and other guidelines as clearly as possible. Applicant organizations applying to administer programs for two or more language groups must submit a separate proposal for Component A: Participant Recruitment and Selection.

#### The proposal should include the following items:

**TAB A** - Application for Federal Assistance Cover Sheet (SF-424)

#### **TAB B** - Executive Summary:

In one double-spaced page, provide the following information about the project:

- 1) Name of applicant organization and participating institutions;
- 2) Language, country, number of participants, and dates for proposed institutes;
- 3) Nature of activity and venue(s) in partner country;

- 4) Funding level requested from the Bureau, total program cost, total cost-sharing from applicant and other sources; and
- 5) Anticipated results (short- and long-term).

## **TAB C** – Calendar of Activities/Program Plan and Narrative:

In a maximum 20-page, double-spaced, single-sided narrative, please describe the proposed project in detail. In the narrative, applicants should not only describe major program activities but also explain and justify their programmatic choices. We recommend using the following outline to organize your narrative. Refer to the proposal review criteria in this document for further guidance.

- 1) Vision: Describe the project objectives and the desired outcomes, i.e., the knowledge, skills, and/or attitudinal changes that the participants will acquire.
- Recruitment, Screening, and Selection: If applying to administer programs for two or more language groups, describe how the applicant organization will recruit and select U.S. participants for the Critical Language Scholarships for Intensive Summer Institutes.
- 3) Project Activities: Describe in detail the major components of the program, including project planning, the host venue, orientations, assessment and testing, language instruction, educational enrichment activities, cultural activities, participant monitoring, publicity, and logistics. Include a sample itinerary under Tab E.
- 4) Follow-on/Alumni Activities: Describe the plan to provide activities for the alumni of the Critical Language Scholarships for Intensive Summer Institutes, including both ECA-funded and privately funded activities.
- 5) Program Monitoring and Evaluation: The progress of the program should be monitored closely and ECA/PAS must be kept informed of activities. The applicant organization should clearly identify the in-country points of contact who will be responsible for the students while they are abroad. In the submitted proposal, applicant organizations should include a plan describing how success in meeting the stated goals of the program will be measured and reported. ECA requests that the proposal include a draft survey questionnaire or outline of other techniques to be used to evaluate the impact of the program.
- 6) Diversity: Applicant organizations bidding on Component A: Participant Recruitment and Selection must explain how the program managers will be proactive in supporting diversity in the selection of American participants and in program content. Diversity should be defined broadly and should include geographic, urban/rural, ethnic, racial, institutional, socio-economic, and religious diversity.

- 7) Institutional Capacity and Project Management: Outline the applicant organization's capacity (and its partners') for implementing programs of this nature. Describe the program staffing (individuals and responsibilities, both in the U.S. and overseas), qualifications, structure, and resources.
- 8) Participating Organizations: If applicable, identify partner organizations for the program, their roles, and the applicant organization's reasons for including them.
- 9) Work Plan/Schedule: Outline the phases of the project planning and implementation for the entire grant period. Provide a proposed schedule for implementation of the program abroad highlighting significant activities.

# TAB D - Budget Submission:

The anticipated level of funding available for the Critical Language Scholarships for Intensive Summer Institutes is \$10,000,000, pending availability of funds. Funding for participant recruitment and selection is not to exceed \$350,000. Applicant organizations may submit grant proposals requesting funds not exceeding \$9,650,000 to implement the CLS institutes between June and August 2010. Average participant costs per language group should not exceed \$16,000. ECA intends to issue two or more awards to cover the specified languages/language families. The Bureau reserves the right to reduce, revise, or increase proposal budgets in accordance with the needs of the program and the availability of funds. In addition, it reserves the right to accept proposals in whole or in part and to make an award or awards in the best interest of the program.

#### Tab D should include:

- 1. Budget Information Non-Construction Programs (SF-424A)
- 2. Detailed Budget (list allowable costs and any other program specific budget issues.)

The available funding may be used to support the program and administrative costs necessary to implement the program as described in this solicitation. Please submit a comprehensive line item budget, as stated in the Proposal Submission Instructions. An explanatory budget narrative must also be included. For clarification, applicant organizations must provide separate sub-budgets for each program component, phase, location, or activity. Applicant organizations should also provide copies of any sub-award agreements that would be implemented under terms of this award.

### **Allowable Costs:**

- a) Allowable administrative costs include items such as:
  - Staff salaries and benefits

- Staff travel and per diem
- Rent and facilities
- Furniture and equipment
- Meetings and conferences
- Communication costs
- Network charges
- Administration of tax withholding and reporting as required by Federal, state and local authorities and in accordance with relevant tax treaties
- Indirect costs
- A-133 Audit costs

Applicant organizations should also provide a detailed explanation of administrative overhead (what elements of the budget it is based upon and how it is calculated).

- b) Allowable program costs to be funded by the cooperative agreement award include items such as:
  - Publicity, pre-departure and orientation materials and expenses
  - Medical review of health forms
  - Costs of national review committees including travel and per diem
  - Website/on-line applications/database management
  - Expenses of pre-departure orientations in the U.S. for selected U.S. students: program, per diem, travel for participants
  - Program materials
  - Participant travel (international travel and domestic and local travel in the host country)
  - Cultural activities
  - Standardized language proficiency testing
  - Participant food and lodging
  - Participant stipends or allowances
  - Participant tuition fees in host country
  - Health benefits coverage (See Health Benefits Coverage section above)
  - Evaluation
  - Other justifiable expenses directly related to supporting program activities

Significant cost sharing is expected and will enhance the proposal. While there is no rigid ratio of administrative to program costs, the Bureau urges applicant organizations to keep administrative costs as low and reasonable as possible. Proposals should show strong administrative cost sharing contributions from the applicant organization and other sources.

Please refer to the PSI for allowable costs and complete budget guidelines and formatting instructions.

#### **TAB E -** Letters of endorsement:

Letters from collaborating organizations, institutions, etc., indicating their agreement and the role they will play are important in confirming what the applicant has proposed. Copies of sub-award agreements should also be provided. Letters from members of Congress and other political leaders are not advisable.

#### Resumes:

Resumes of all program staff that will receive compensation under the grant should be included in the submission. No resume should exceed two pages.

#### **Outreach plan:**

If applying to administer programs for two or more language groups, applicant organizations should propose a comprehensive outreach plan to advertise the program at U.S. colleges and universities nationwide.

# Sample information packets:

A sample of the information packet provided to participants before departure should be included. The packet should include general and program-specific information, as well as intercultural training.

## Sample itinerary and project activities:

Provide a sample itinerary that shows the language instruction, educational enrichment activities, and cultural activities in which participants will engage.

## Sample media outreach:

If applying to administer programs for two or more language groups, provide a sample of previous experience in successful outreach plans to media outlets.

# Other attachments, if applicable:

Applicant organizations should limit attachments to what is essential. Manuals, promotional material on the organization, articles, tables, and the like are generally not helpful to the applicant organization making a case for the proposed program.

#### TAB F

- 1) SF-424B Assurances Nonconstruction Programs".
- 2) First time applicant organizations and organizations which have not received an assistance award (grant or cooperative agreement) from the Bureau during the past three (3) years, must submit as an attachment to this form the following: (a) one copy of their Charter OR Articles of Incorporation; (b) a list of the current Board of Directors; and (c) current financial statements. Note: The Bureau retains the right to ask for additional documentation of those items included on this form.

3) **Please note:** Effective January 7, 2009, all applicants for ECA federal assistance awards must include in their application the names of directors and/or senior executives (current officers, trustees, and key employees, regardless of amount of compensation). In fulfilling this requirement, applicants must submit information in one of the following ways:

Those who file Internal Revenue Service Form 990, "Return of Organization Exempt From Income Tax," must include a copy of relevant portions of this form.

Those who do not file IRS Form 990 must submit information above in the format of their choice.

In addition to final program reporting requirements, award recipients will also be required to submit a one-page document, derived from their program reports, listing and describing their grant activities. For award recipients, the names of directors and/or senior executives (current officers, trustees, and key employees), as well as the one-page description of grant activities, will be transmitted by the State Department to OMB, along with other information required by the Federal Funding Accountability and Transparency Act (FFATA), and will be made available to the public by the Office of Management and Budget on its USASpending.gov website as part of ECA's FFATA reporting requirements.

4) Include other attachments, if applicable, i.e. the SF-LLL form, etc.

#### **Review Process:**

Eligible proposals will be subject to compliance with Federal and Bureau regulations and guidelines and forwarded to Bureau grant panels for advisory review. Proposals may also be reviewed by the Office of the Legal Adviser or by other Department elements. Final funding decisions are at the discretion of the Department of State's Assistant Secretary for Educational and Cultural Affairs. Final technical authority for assistance awards (grants or cooperative agreements) resides with the Bureau's Grants Officer. The Bureau reserves the right to reduce, revise, or increase proposal budgets in accordance with the needs of the program and availability of funds.

#### **Review Criteria:**

Technically eligible applications for Components A and B will be competitively reviewed according to the criteria stated below:

 Quality of the Program Idea: Proposals should exhibit originality, substance, precision, and relevance to the Bureau's mission and the purposes outlined in this solicitation. Proposals should demonstrate how students would be monitored and trained, and also how they will be supported as alumni. Applicant organizations applying for Component A should show how students would be

- recruited and selected. The level of creativity, resources, and effectiveness will be primary factors for review.
- 2) Program Planning and Ability to Meet Program Objectives: Proposals should clearly demonstrate an understanding of the program's priorities and how the organization will achieve them through objectives that are reasonable, feasible, and flexible. The Narrative should address all of the items in the Statement of Work and Guidelines described above. A detailed agenda and relevant work plan should demonstrate organizational competency and logistical capacity. Agenda and plan should adhere to the program overview, timetable and guidelines described in this solicitation. The substance of the instruction and the exchange activities should be described in detail and included as an attachment. The responsibilities of partner organizations must be clearly delineated.
- 3) Support of Diversity: Proposals should demonstrate substantive support of the Bureau's policy on diversity in both program administration (selection of participants, program venue, and program evaluation) and program content (orientation and wrap-up sessions, program meetings, resource materials, and follow-up activities). Proposals should articulate a diversity plan, not just a statement of compliance.
- 4) Follow-on/Alumni activities: Proposals should provide a plan for continued contact with returnees to ensure that they are tracked over time, utilized and/or organized as alumni, and provided opportunities to reinforce the knowledge and skills they acquired on the exchange and share them with others. Proposals should provide a strategy for maximizing the opportunities for alumni to further their study of the language and culture of the host country, presenting plans that are within the context of the grant (with Bureau support) and after its completion (without the Bureau's financial support). Please refer to the PSI for additional guidance on alumni outreach and follow-on engagement.
- 5) Institutional Capacity: Applicant organizations should demonstrate knowledge of each country's educational environment and the capacity for hosting this language institute. Proposals should include detailed information about the applicant organization's capacity in the United States and about in-country support for the program, including descriptions of experienced personnel who will implement it. Institutional resources should be adequate and appropriate to achieve the project's goals. Proposals should demonstrate an institutional record of successful exchange programs. The Bureau will consider the past performance of prior recipients and the demonstrated potential of new applicants.
- 6) Program Evaluation: Proposals should include a plan and methodology to evaluate the program's successes and challenges, both as the activities unfold and at the end of the program. The evaluation plan should show a clear link between program objectives and expected outcomes, and should include a description of performance indicators and measurement tools. Applicant

- organizations will indicate their willingness to submit periodic progress reports in accordance with the program office's expectations. The final project evaluation should provide qualitative and quantitative data about the project's influence on the participants' long-term language-learning goals.
- 7) Cost-effectiveness/Cost-Sharing: The overhead and administrative components of the proposal, including salaries and honoraria, should be kept as low as possible. While lower "per participant" figures will be favorably viewed, the Bureau expects all figures to be realistic. All other items should be necessary and appropriate. Proposals should maximize cost-sharing through institutional direct funding contributions, as well as other private sector support. Proposals should demonstrate a quality, cost-effective program. Proposals that demonstrate a significant reduction to per participant costs will be determined to be more competitive.

## **Application Submission:**

The RFGP indicates the date the complete proposal is due and the manner in which proposals must be submitted. There are NO EXCEPTIONS to this deadline. For further information regarding this program or the competition, call <u>Heidi Manley</u> at (202) 453-8534, <u>ECA/A/E</u>; Fax: (202) 453-8125; email: <u>ManleyHL@state.gov</u>.